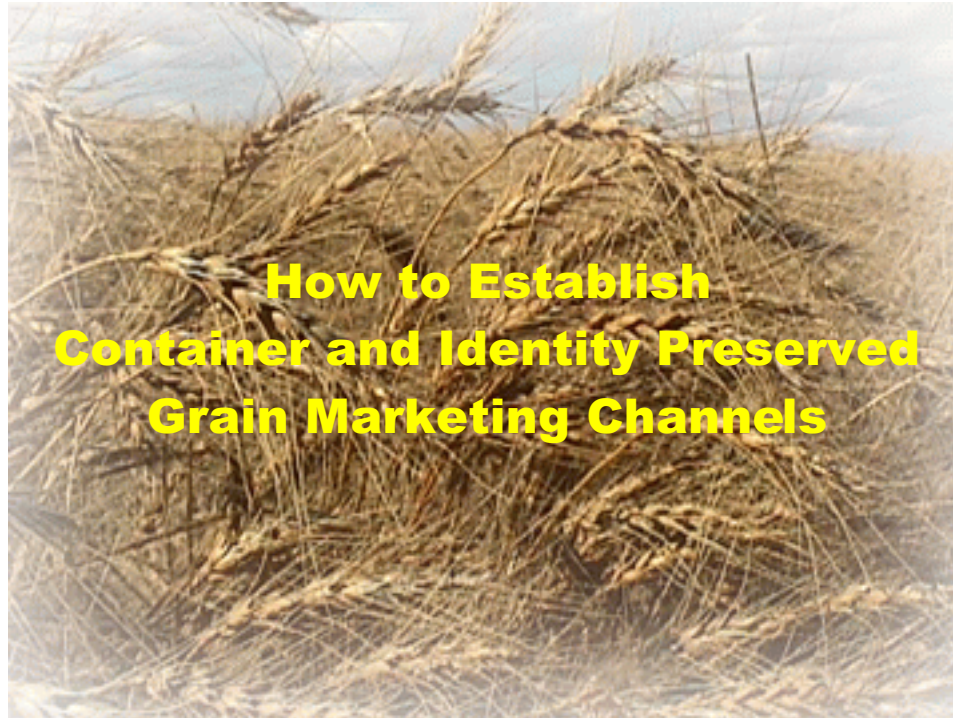


“DIVERSIFY YOUR MARKETS”



**November 30 — December 1, 1999
Doublewood Inn, Fargo, N.D.**

“DIVERSIFY YOUR MARKETS” — How to Establish Container and Identity Preserved Grain Marketing Channels

TUESDAY - NOVEMBER 30, 1999		WEDNESDAY - DECEMBER 1, 1999		REGISTRATION FORM
<p>9:30-10:00 a.m. Registration</p> <p>10:00-11:00 a.m. Opening Session Presentation: Don Willie, Farmland- Atwood <i>“Serving Emerging & Niche Markets”</i></p> <p>11:00-12:00 a.m. Presentation: Wayne Moore, ConAgra Trading & Processing <i>“Using Quality Characteristics to Access Emerging HRS Wheat Markets”</i></p> <p>12:00-1:15 p.m. Lunch Presentation: Dave Christofore, Oilseeds, Cenex-Harvest States <i>“Creating Opportunities for Non-GMO Segregation”</i></p> <p>1:30-2:30 p.m. <i>“Grain Quality Testing”</i> Tom Wrenn. Federal Grain Inspection Service <i>“Sanitary and Phytosanitary Issues”</i> Dave Nelson, ND Dept. of Agriculture</p> <p>2:30-4:30 p.m. <i>“Resources for Developing Relationships in Emerging Markets”</i> Workshops <i>Perspective Markets</i> Representative, FAS/USDA Market Specialist <i>Export Programs</i> Tim Hamilton, MIATCO <i>Finance and Collections</i> Judy Phillips, FAS Russ Nelson, CoBank</p>	<p>7:30-8:00 a.m. Continental Breakfast</p> <p>8:00-10:00 a.m. <i>“Using Containers for Marketing Ag Products”</i> Workshops <i>“Freight Forwarder”</i> Joe Mulvehill, C.H. Robinson Company Bob Effinger, Twin Modal <i>“Leasing containers for Grain Exports”</i> Scott Sigman, TransAmerica Leasing, Inc. (Invited)</p> <p>10:00-11:00 a.m. <i>“Forming a Shippers’ Association”</i> Andrew Danas, American Institute of Shippers Associations & The Law Offices of Grove Jaskiewicz and Cobert</p> <p>11:00-12:00 p.m. <i>“Negotiating Rates & Service Contracts”</i> William McCurdy, Jr., DuPont</p> <p>12:00 p.m. Closing Comments</p>	<p>Name _____</p> <p>Affiliation _____</p> <p>Address _____</p> <p>City _____</p> <p>State _____ Zip/Postal Code _____</p> <p>Telephone (____) _____</p> <p>Fax (____) _____</p> <p>Country if International _____</p> <p>Registration: \$75.00 Registration by November 22 \$100.00 On-Site Registration</p> <p>Check (payable to NDSU) Purchase Order (govt. and universities only) # _____</p> <p><i>Take advantage of the advanced registration fee. Please register on- site after November 22. Cancellation received in writing by November 22 will be refunded in full. No refunds will be issued after November 22.</i></p> <p>Hotel Reservations: A block of rooms has been reserved at the Doublewood Inn, 3333 13th Ave. S., Fargo, ND. Please mention the conference to receive the \$42 room rate. To make reservations, call the Doublewood Inn at 1-800-433-3235.</p> <p style="text-align: center;">Please return this form with payment by November 22 to:</p>		
		<p>Conference Location: Doublewood Inn Fargo, North Dakota</p>		
		<p>Conference Co-Sponsored by:</p>		
		<p>Upper Great Plains Transportation Institute, NDSU North Dakota Wheat Commission South Dakota Wheat Commission Shipper & Exporter Assistance, USDA MIATCO North Dakota Soybean Council</p>		<p>Upper Great Plains Transportation Institute North Dakota State University 430 IACC Building, PO Box 5074 Fargo, North Dakota 58105 Tel: (701) 231-7767 Fax: (701) 231-1945</p>